

## Message Text

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ACTION EB-07

INFO OCT-01 AF-06 ISO-00 AID-05 CIAE-00 FRB-01 INR-07

NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06 SP-02 CIEP-02

LAB-04 SIL-01 OMB-01 /062 W  
----- 115934

R 200850Z JUN 75

FM AMEMBASSY LAGOS

TO USDOC WASHDC

INFO SECSTATE WASHDC 9825

UNCLAS LAGOS 5797

E.O. 11652: N/A

TAGS: BTIO, ECRE, NI

SUBJ: INVESTMENT OPPORTUNITY: NIGERIAN CONSTRUCTION

COMPANY SEEKS US PARTNER

1. DUPONT CONSTRUCTION (NIGERIA) LIMITED IS RECENTLY FORMED INDIGENOUS CONSTRUCTION COMPANY WHICH WOULD LIKE TO UPGRADE ITS ELIGIBILITY FOR MAJOR CONTRACTS BY MERGING WITH EXPERIENCED U.S. BUILDING/CIVIL ENGINEERING CONSTRUCTION FIRM. PROPOSED SPLIT IS 60\* FOR US PARTNER, 40\* NIGERIAN PARTNER. US FIRM WOULD BE EXPECTED TO SUPPLY ITS SHARE OF CAPITAL INCLUDING EQUIPMENT, AND EXPERTISE. DUPONT WOULD SUPPLY CAPITAL AND POLITICAL CONTACTS.

2. IN ANTICIPATION OF FUTURE NEEDS, DUPONT SAYS IT HAS ACQUIRED A 14 ACRE PLOT IN LAGOS STATE TO BE USED BY JOINT COMPANY FOR WORKSHOPS, STORAGE AREA, CONCRETE MAKING FACTORY, STAFF HOUSING ETC. HAS ALSO TAKEN LEASES ON NEARBY RIVER SITE TO BE USED AS SOURCE OF SAND, AND PLOT OF LAND IN NERBY ABEOKUTA WHICH HAS QUOTE INEXHAUSTIBLE UNQUOTE SUPPLY OF ROCK FOR GRAVEL.

3. AS DUPONT IS NEWLY-FORMED, EMBASSY HAS LITTLE BASIS FOR JUDGING COMPETENCE AND RELIABILITY OF FIRM. REGISTRATION DOCUMENTS SHOW PAID-UP SHARE CAPITAL OF 50,000. THEY CLAIM TO BE WELL-CONNECTED IN GOVERNMENT AND HAVE GOOD ACCESS TO LARGE  
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CONTRACTS COMING UP IN NEAR FUTURE. TENTATIVE IMPRESSION OF FIRM

IS FAVORABLE.

4. INTERESTED U.S. COMPANIES CAN NOTIFY EMBASSY OR WRITE DIRECTLY  
TO : DUPONT CONSTRUCTION (NIG) LTD

30 CEMETERY STREET

EBUTE-METTA, LAGOS

J.A. ADEWUNMI, DIRECTOR

TEL: 46026

EMBASSY WOULD APPRECIATE COPIES OF INITIAL CORRESPONDENCE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONSTRUCTION, FOREIGN INVESTMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 JUN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975LAGOS05797  
**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750216-0190  
**From:** LAGOS  
**Handling Restrictions:** n/a  
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**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Authority:** ShawDG  
**Review Comment:** n/a  
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**Review Date:** 14 FEB 2003  
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**Review Transfer Date:**  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INVESTMENT OPPORTUNITY: NIGERIAN CONSTRUCTION COMPANY SEEKS US PARTNER  
**TAGS:** BTIO, ECRE, NI, US  
**To:** COM  
**Type:** TE  
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